AGGREGATES 101/401 EVERYTHING ABOUT AGGREGATES

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MICHIGAN AGGREGATES ASSOCIATION

- Our members who represent stone, sand, gravel, recycled products and slag
 producers along with the equipment manufacturers and service providers are
 responsible for the production and delivery of essential raw materials used in our
 homes, buildings, roads, bridges and public works projects.
- Formed in 1960
- 110 Members
 - 48 Producers
 - 57 Associate
- About 85% of companies that perform aggregate mining in Michigan





WHAT IS AGGREGATE????





AGGREGATES ARE....

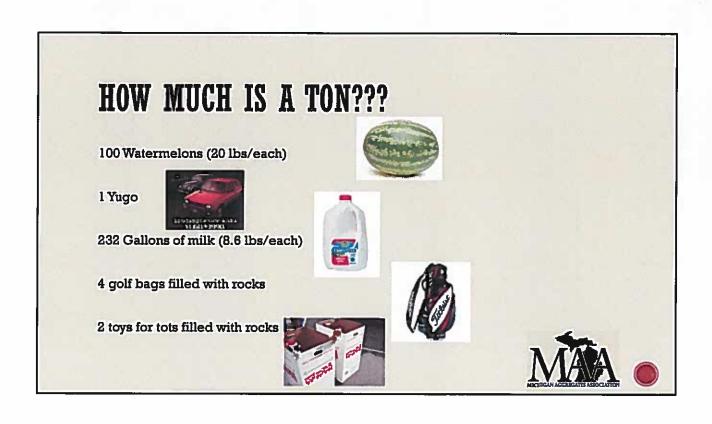
- Sand
- Rocks (Gravel)
- Limestone











HOW FAR DOES A TON GO?

- Construction of one mile of four-lane interstate highway requires 85,000 tons of aggregate
- Average six room house requires 90 tons of aggregate





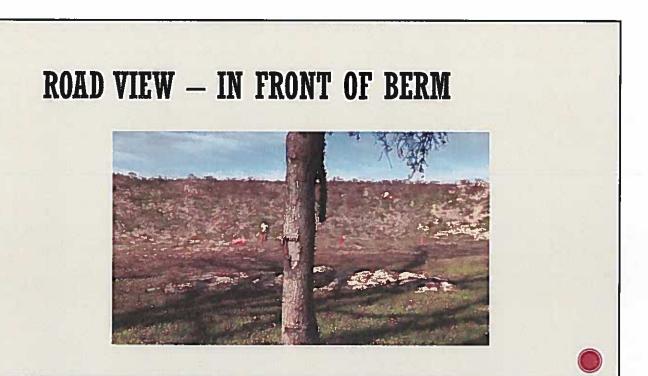


LOCATION, LOCATION, LOCATION

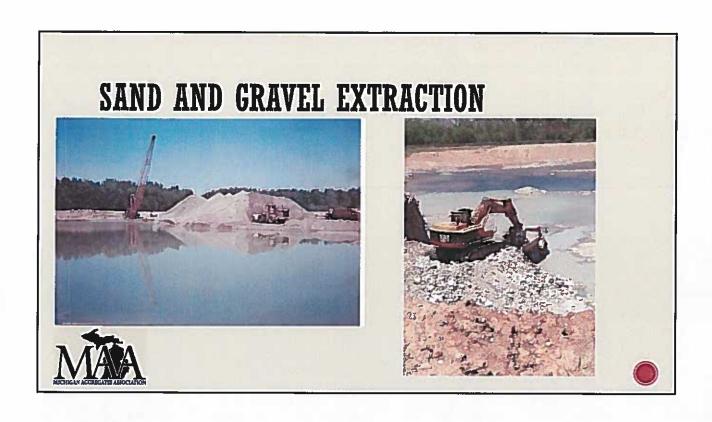
- Geology
- Material Characteristics
- Access to Market
- Minimize Haul Distance

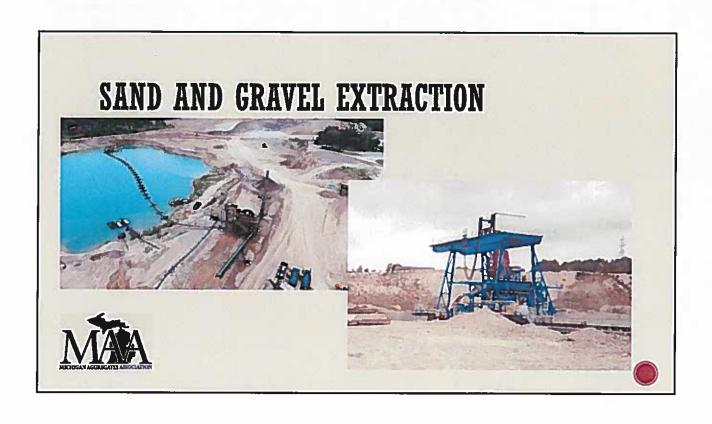


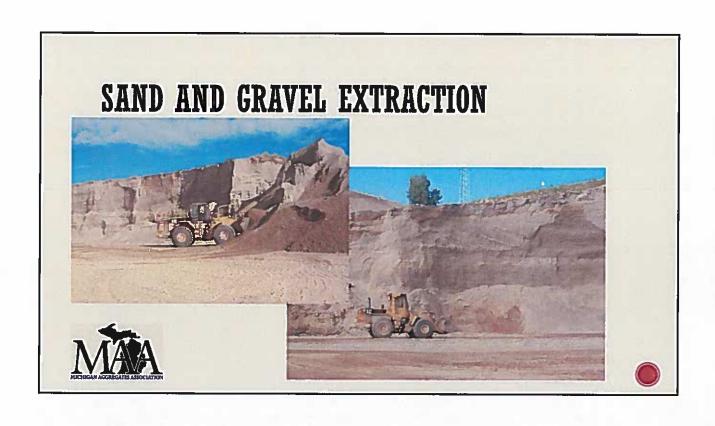


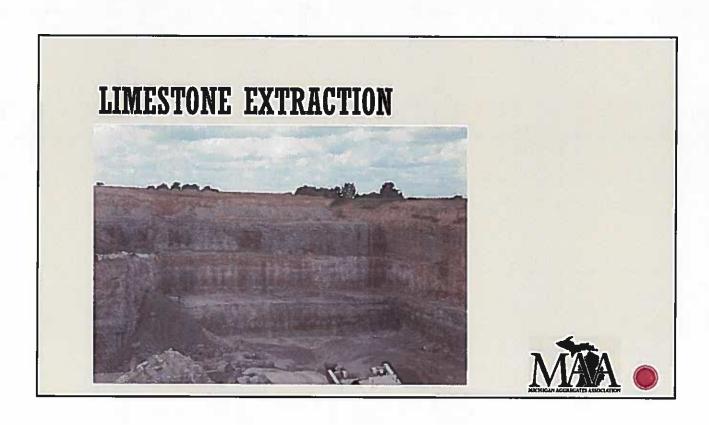


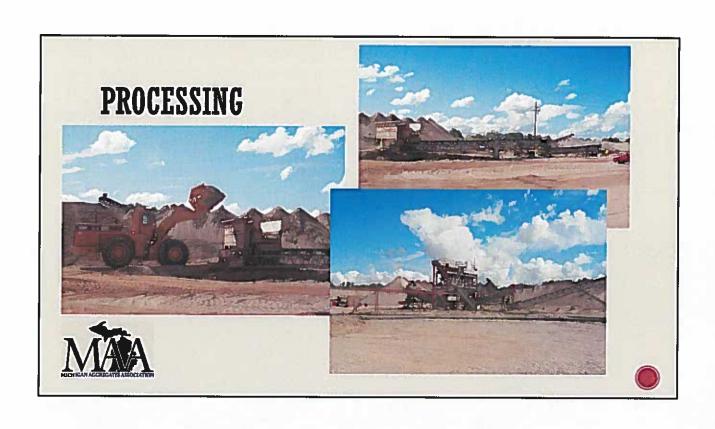


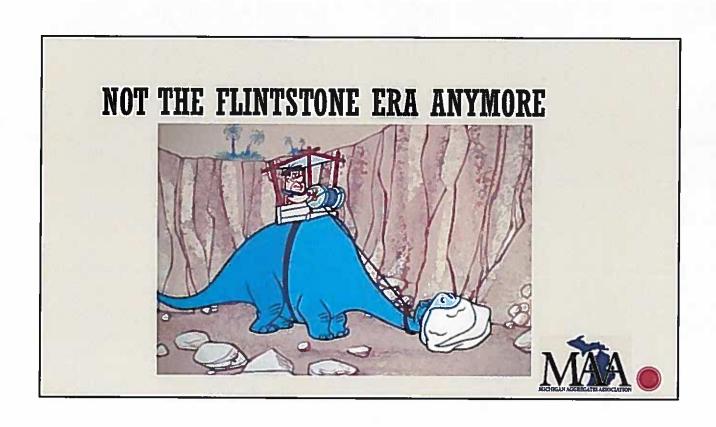


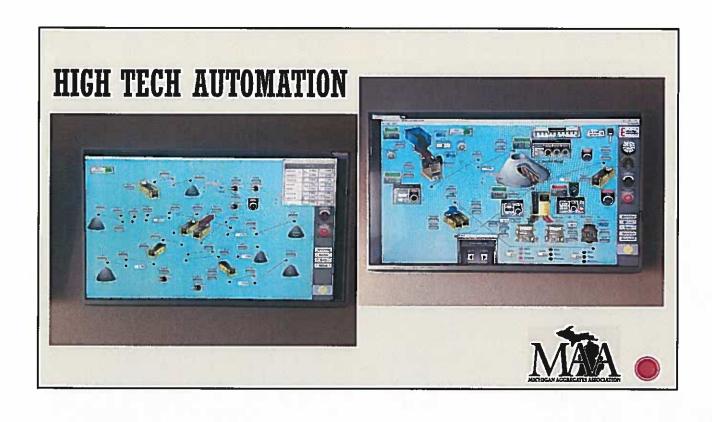


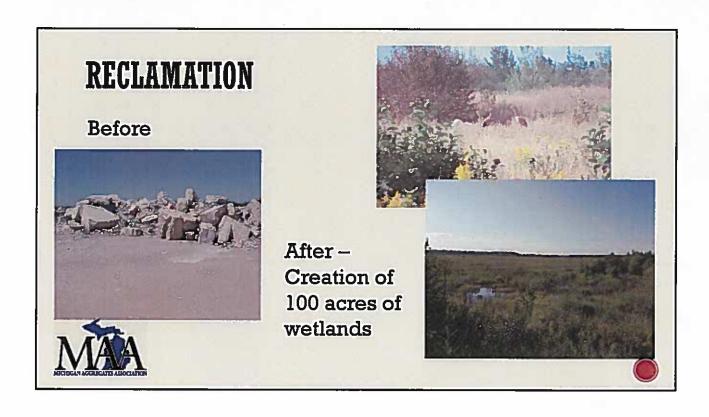


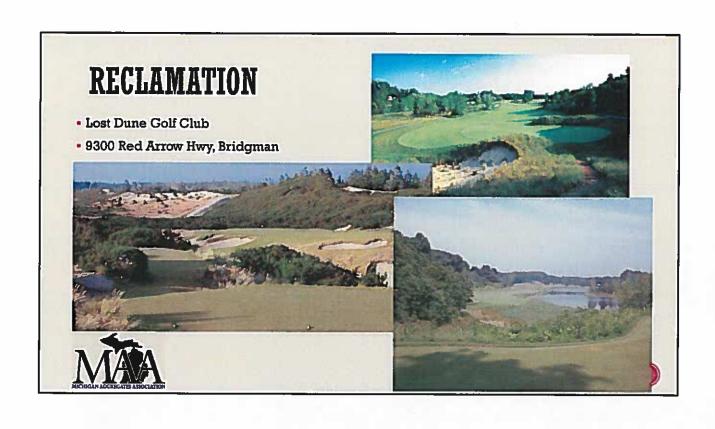


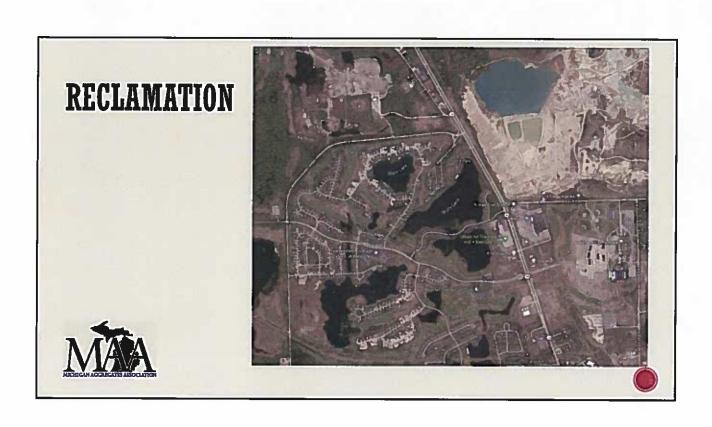












TRANSPORTING MATERIAL

- \$ of material vs. \$ of transportation
- Fewer railroads and deep water ports
- Shipping vessel holds 500 trucks
- Railroad Railroad car holds 100 tons or two trucks of material – Typical train hauls 110 cars or 220 trucks.



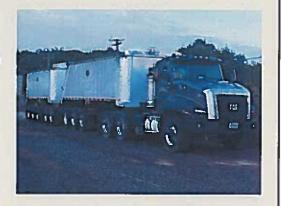




TRANSPORTING MATERIALS

- Trucking cost about \$4.50-\$6.00/ton/30 miles
- 50 tons per truck \$225-\$300 per truck/30 mile









COST OF MATERIAL

- Many variables when determining the cost of aggregate:
- Amount of material in the market
 - Sand is abundant in west Michigan but not in the east side of the state
 - Rocks are not as abundant in the west side of the state as they are in the middle of the state.
- · Size of the order
 - 500,000 ton commitment verses 10,000 ton order







COST OF SAND

- Class II Material (used for fill/embankment)
 - Avg \$6.50/ton (\$4.55 \$9.00/ton) Southeast Michigan
 - Avg \$3.00 /ton (\$2.50 \$3.50/ton) Central Michigan
 - Avg \$3.00/ton (\$1.85 \$4.00/ton) Southwest Michigan
- 2NS Concrete Sand
 - Requires certain material characteristics and additional processing but in many instances can be produced from material that meets Class II requirements.
 - Cost can double that of Class II depending on availability and order size.







DELIVERY OF MATERIAL

- Distance of delivery
 - Fairly consistent for 30 mile distance (\$4.50-\$5.25/ton/30 miles)
 - Varies based on location of the state
 - There are no two routes that are similar.
 - · Factors that impact transportation cost:
 - Traffic
 - Routes (freeway vs backroads)
 - Road construction
 - Anticipated delays
 - Depending on the surrounding traffic conditions, the cost to transport material 60 miles could double or triple that of a 30 mile delivery distance.







EXAMPLE OF TOTAL DELIVERED COST

- Scenario 1 Class II Material SE Market (30 mile delivery)
- Cost of Material \$6.50/ton
- Cost of Delivery 30 mile \$4.50/ton
- Total Cost \$11.00/ton
- Scenario 2 Class II Material SE Market (60 mile delivery)
- Cost of Material \$6.50/ton
- Cost of Delivery 60 mile \$12.00/ton
- Total Cost \$18.50/ton







IMPACT TO CONSTRUCTION COSTS

- Construction of one mile of four-lane interstate highway requires 85,000 tons of aggregate
- Additional cost to project if have to increase haul distance from 30 miles to 60 miles
 - \$7.50/ton*85,000 tons = \$637,500





QUESTIONS????

